

February 2023

SITES Program

(Supporting Industrial Transformation
and Economic Success)

Oklahoma Department of Commerce

February 1, 2023: Program Launch



OKLAHOMA



Why Invest in Infrastructure?

Oklahoma is committed to making legacy improvements into industrial site infrastructure to take advantage of economic development opportunities and foster an environment of business growth potential.



Commerce Business Development Efforts: CY 22 By the Numbers

Number of Project Wins	64
*Rural Project Wins	52%
Number of Jobs	7,086
New Investment	\$3.78 Billion
Avg Annual Wage of New Jobs	\$55,406
Project Pipeline Deal Flow**	327
<i>Potential Jobs</i>	65,084
<i>Potential Investment</i>	\$26.15 Billion



OKLAHOMA
Commerce

*Rural: all Counties except OK, Tulsa, Cleveland and Comanche Counties

** As of 1/17/2023

Demand: Oklahoma's Project Pipeline

Demand

- 327 new economic development projects into Commerce in 2022.
- Commerce has seen an uptick in aerospace, automotive, and manufacturing projects as Oklahoma is being considered for investment.
- Reasons for increase demand include saturation of the manufacturing workforce in SE United States and global companies reevaluating their supply chain strategies.

Year	Number of Projects
2018	171
2019	189
2020	298
2021	314
2022	327

Oklahoma's Bottlenecks to Success

Available Industrial Sites and Megasites:

- Locating suitable sites to meet the demand of incoming projects.
- Currently challenged in available sites to meet the needs of incoming projects.
- In 2022, 52% of projects chose to locate in rural counties (10-year average is 42%) meaning more companies are looking for rural sites, which are limited.

Skilled Workforce:

- Oklahoma is experiencing a workforce shortage in skilled labor that is reflective in the types of projects looking to expand and locate in the State.
- Talent recruitment is necessary to fill open jobs in Oklahoma.
- Considering Commerce's open pipeline of projects, an estimated 65,000 jobs are being considered to locate in Oklahoma.

**Oklahoma *must* proactively address
statewide site infrastructure needs to meet
the demand of existing businesses and
companies in the Commerce and
communities' pipeline.**

Recent Legislative Allocation: Oklahoma is investing \$780.85m for Infrastructure Improvements

ARPA

- \$530.85 million earmarked from funds through the American Rescue Plan Act (ARPA) to strengthen site infrastructure
- Commerce is working with Oklahoma Water Resources Board, Aeronautics Commission, DEQ, and OSIDA to manage infrastructure projects.

PREP Fund

- Progressing Rural Economic Development Prosperity (PREP)
- \$250 million in state funds allocated by legislature
- A rural community development tool to help build industrial sites and mega sites in rural areas of the state
- Help industrial parks and aeronautics facilities in rural areas of the state modernize and expand infrastructure, leading to increased economic development opportunities

Five Utilities Needed For Development

Electric to park or site boundaries with available, excess capacity (know MW amount).

Water to park or site boundaries with available, excess capacity (know GPD/MGD amount).

Sewer to park or site boundaries with available, excess capacity (know GPD/MGD amount).

Natural Gas to park or site boundaries with available, excess capacity (know mcf/mo amount).

Fiber to park or site boundaries (know type of fiber, capacity and available services).

Industrial Park “Readiness” Minimums

Type of Site/Industrial Park	Possible Targets	Total Acreage	Minimum CDA ¹	Electric (MW) Availability	Natural Gas (mcf/month) Availability	Water (gpd) Availability	Sewer (gpd/mgd) Availability	Fiber
General	Plastics, Bioscience, Agribusiness, General Manufacturing	50-249	40-199	5-10	15,000 - 35,000	300,000 - 500,000	300,000 - 400,000	Yes
Medium	Food, Small Automotive, Plastics, Bioscience, Agribusiness, Advanced Manufacturing	250-499	200-399	10-15	35,000 - 55,000	500,000 - 750,000	400,000 - 600,000	Yes
Large	Food, Aerospace, Automotive, Plastics, Bioscience, Agribusiness, Advanced Manufacturing	500-999	400-799	15-35	55,000 - 75,000	750,000 - 1,100,000	600,000 - 900,000	Yes
Mega	Automotive, Aerospace	1000+	800+	40+	75,000+	1,500,000+	1,300,000+	Yes

Courtesy of InSite Consulting Group

1. CDA (Contiguous Developable Acreage) must be at least 80% of total acreage.

Oklahoma SITES Program: (Launched February 1, 2023)

Supporting
Industrial
Transformation &
Economic
Success

Pillars of the SITES Program

Pillar 1

- Distribution and Administration of Allocated ARPA and PREP Funds

Pillar 2

- Project Selection, Distribution, and Administration of Unallocated PREP Funds

Pillar 3

- Assist Communities in Identifying Industrial Sites

Pillar 4

- Construction and Implementation of New Oklahoma Sites Program

Pillar 1: Distribution and Administration of Allocated ARPA and PREP Funds

- Application planned to open Feb 20th - April 28th for those communities that have allocated monies
- Review begins April 1
- Projects to begin in May
- Current funding \$60,000,000 ARPA
- Current funding \$46,200,000 PREP

Pillar 2: Project Selection, Distribution, and Administration of Unallocated PREP Funds

- Application planned to open March 20th - May 31st for communities to apply for industrial sites
- Review begins June 1
- Establishment of a working group with infrastructure partners
- Projects to begin in late July
- Current funding \$29,500,000

Pillar 3: Assist Communities in Identifying New Industrial Sites for Development

- Provide for community assistance in identifying new industrial sites and evaluating sites for infrastructure deficiencies
- Open application for communities to apply for site evaluation in April 2023

Pillar 4: Construction and Implementation of New Oklahoma Sites Program

- Buildout of new certification metrics – ongoing
- Opening for new Certified Sites application – Fall 2023
- Launch of new Commerce Sites website – 2024

Questions about the SITES Program:

Email: sitesok@okcommerce.gov



Other Tools Available for Communities to Develop Site Infrastructure:



Community Training

How to make your industrial park competitive on a national level

Hosted by the Oklahoma Department of Commerce and presented by InSite Consulting, this training will help communities improve their RFI responses and prepare for site visits. Participants will walk away with tips on how to get your community noticed and not eliminated in the site selection process.

This training will ensure communities, their leadership and stakeholders have a transparent view into real-time expectations of the client-specific to community and product readiness.

Registration is free and open to anyone involved in the RFI response process from your community.

DATE: Tuesday, February 28, 2023

TIME: 9 a.m. to 4 p.m.

LOCATION OPTIONS: In-person or Virtual
Embassy Suites Downtown OKC

COST: Free to economic developers

Contact kathy.gain@okcommerce.gov to register.

Thank you!

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